



**PROVIDING SAFETY,
EFFICIENCY, & GROWTH
FOR CUSTOMERS AND
STAKEHOLDERS**

**INVESTING IN PROFIRE MEANS INVESTING IN
LEADING CLEAN COMBUSTION TECHNOLOGY**





WHO IS PROFIRE?

LEADING INNOVATIVE SAFETY & COMBUSTION TECHNOLOGY COMPANY

We provide combustion, control, & ESG solutions to industrial markets--primarily in the Oil & Gas industry. Currently, these markets of focus are rapidly expanding.



PRIMARY AREAS OF FOCUS

- 1 **ESG TECHNOLOGY BASED SOLUTIONS**
 - Helping our customers achieve their ESG initiatives
 - ✓ Emissions reduction & monitoring
 - ✓ Methane & VOC destruction
- 2 **REVENUE DIVERSIFICATION**
 - Supporting & pursuing technology applications in diversified industries.
 - Q3 2023 \$2.5M or 17% of total revenue.
 - Other industries include: manufacturing, construction, agriculture, landfill, LNG, mining, power gen, water & waste water.
- 3 **PROTECT OUR LEGACY BUSINESS**
 - Oil and gas will remain critical to the worlds energy needs for the next several decades.

PROFIRE'S VISION:

To protect people, improve workplace safety and efficiency, and care for our environment.

PROFIRE'S MISSION:

We create purpose-built automation and safety control solutions that our customers love to use.

OUR HISTORY

2002

Founded in Edmonton, Alberta Canada as a service company working on combustion equipment in oil fields

2002-2004

Observed severe lack of safety in the oil field combustion process

2005

Launched the first BMS (Burner Management System) controller after years of development

2014

Uplisted to the NASDAQ

2015-2017

Weathered the horrific industry downturn and remained cash flow positive while more than tripling the size of our customer base

2023

Weathered COVID, expanded outside oil & gas with 91,500 systems produced

LOOKING FORWARD

Acquisitions & product development have triggered significant market share ownership, product dominance, and ongoing industry diversification



KEY FINANCIAL METRICS

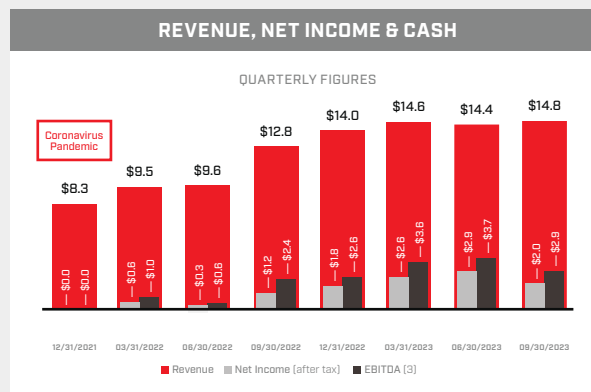
STOCK DETAILS

STOCK PRICE [11/03/2023]	\$1.91
Market Cap	\$91.1M
Shares Outstanding ¹	~47.8M
Public Float (shares)	~35.1M
Insider Holdings	~26.4%
Institutional Holdings ²	~51.5%
Enterprise Value	\$73.7M
EV/Revenue (ttm)	1.3x
EV/EBITDA (ttm)	5.8x
Founded	2002
Employees	~120

REVENUE BREAKDOWN

REVENUES (ttm)	\$57.8M
Net Income (ttm)	\$9.3M
EPS (ttm)	\$0.19
EBITDA ³ (ttm)	\$12.7M
EBITDA Margin ³ (ttm)	22.0%
Cash & Investments (mrq)	\$17.4M
Total Assets (mrq)	\$61.4M
Total Debt (mrq)	\$0.0M
Total Liabilities (mrq)	\$6.7M

QUARTERLY RESULTS



- (ttm) = trailing 12 months at Sep 30, 2023
- (mrq) = most recent quarter at Sep 30, 2023
- Data Source: NASDAQ

1. Total shares outstanding at Nov 7, 2023
2. Institutional holdings per NASDAQ.
3. See reconciliation of non-GAAP measures to GAAP measures at ir.proffreenergy.com/company-information/presentations



Strategic Pillars for Success

- ① Secure & Protect our Legacy Business
- ② Diversification of Revenue Streams in Oil & Gas
- ③ Diversification of Revenue Streams in Other Industries
- ④ Focus on People & Community

PROFIRE SOLUTIONS HELP OUR CUSTOMERS **IMPROVE** SAFETY, **REDUCE** EMISSIONS, AND **DECREASE** OPERATING COSTS

YOUR JOB IS TO MAKE SURE YOUR MONEY GROWS

WE'RE POSITIONED TO HELP YOU DO EXACTLY THAT

- Q3 2023 Revenue of \$14.8M, 16% improvement YoY, 2nd best revenue quarter in company history
- Gross Profit of \$7.5M, 50.4% of total revenue
- \$17.4M of cash and liquid investments
- Q3 diversified revenue of 17% of total revenue, best diversified revenue quarter ever
- Great progress in other industries: landfill, LNG, agriculture, construction, manufacturing, mining, RNG, food & beverage, petrochemical, power gen, water & wastewater
- Proprietary technology built to support ESG initiatives
- 420+ years of combined combustion experience

**INVEST IN LONG TERM
GROWTH NOW**

PFIE
NASDAQ
LISTED

QUESTIONS?

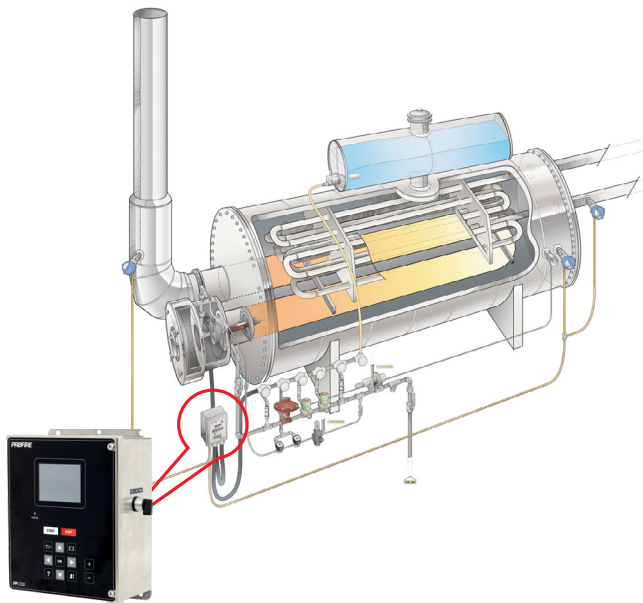
**CONTACT OUR INVESTOR
RELATIONS TEAM**

**DOWNLOAD ADDITIONAL
INVESTOR INFORMATION**



OUR TECHNOLOGY & ITS IMPORTANCE

- The Profire BMS operates like a hightech, highly-specialized oilfield thermostat
- Monitors and manages the temperature of the vessel
- Can be monitored and managed remotely



KEY PRODUCTS



CONTROLLERS

- PF2200
- PF3100



PRE-ASSEMBLED SOLUTIONS

- Fuel Trains
- Stands
- PRO-8
- PRO-QS



BURNERS

- M7
- M5



FLAME ARRESTORS

- Bullseye Flame
- Arrestor Housing

SOLUTIONS

- Field Service & Maintenance
- Engineering
- Custom Packaged Solutions

Please refer to our important cautions regarding forward-looking statements.

They can be found in our investor presentation at ir.profireenergy.com/company-information/presentations

